

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 291358Z NOV 76
FM AMCONSUL RIO DE JANEIRO
TO USDOC WASHDC
INFO SECSTATE WASHDC 4384
AMEMBASSY BRASILIA
AMCONSUL SAO PAULO

UNCLAS RIO DE JANEIRO 4676

E.O. 11652: N/A

TAGS: BBSR, BEXP, BR

SUBJECT: CONTRACTING ARRANGEMENTS FOR WTDR'S

REF: STATE A-5327

1. OUR RESPONSE TO THE QUESTIONS CONTAINED IN PARAGRAPH 3 OF THE REFERENCED AIRGRAM FOLLOW. THEY ARE KEYED TO THE LETTERING IN THAT AIRGRAM.

2. A) DUN & BRADSTREET LTDA. - MERCANTILE CREDIT AGENCY. BELIEVED TO BE 1938.

B) CONTRACT IS SIGNED FOR THE WHOLE FY WITH DISCOUNT. FOR FY 76/77 THE OVERALL PRICE FOR 1,300 UNITS WAS CR\$144,000, I.E. AROUND CR\$110.84 EACH. PRICE OF UNIT ABOVE THE CONTRACT CEILING WAS CR\$210.00. WE DO NOT YET KNOW PRICE FOR FY 1977 (CURRENTLY ONE CRUZEIRO US\$.084). IT SHOULD BE NOTED THAT WE PURCHASE THESE SERVICES FROM DUN FOR ALL COMMERCIAL REPORTING POSTS IN BRAZIL, BUT DO THE WTDR'S ONLY FOR OUR DISTRICT.

C) FY 1975/1976: 1200 UNITS FOR ALL BRAZIL POSTS. FY 1976/1977: 1300 WERE PURCHASED IN JUNE 1976 FOR USE UNTIL SEPTEMBER 1977. 1977/1978 ORDER WILL BE INCREASED TO SUPPLY THE NEEDS OF THE SP TRADE CENTER (TO BE EVALUATED BY CONGEN SP) BUT EXACT NEEDS ARE STILL UNCERTAIN.

D) 100-0/0.

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E) CREDIT WORTHINESS, CURRENT FINANCIAL SITUATION,

PAYMENT RECORDS, GENERAL INFORMATION ON FIRM'S ORGANIZATION, BRIEF SUMMARY OF FIRM'S ACTIVITIES AND FACILITIES, COMMENTS ON DIRECTORS OR PARTNERS. CABLE ADDRESS, TELEPHONE AND TELEX NUMBERS.

F) THE POST ALSO SENDS OUT A QUESTIONNAIRE AS AN ADDITIONAL MEANS OF GATHERING DATA BUT NOT SPECIFICALLY TO VERIFY DATA PROVIDED BY THE CONTRACTOR. QUESTIONNAIRES ARE RETURNED BY FIRM FOR ABOUT 50-0/0 OR WTDR'S PREPARED. OTHER SOURCES ARE NEWSPAPERS CLIPPINGS, BALANCE SHEETS, TRADE AND INDUSTRY DIRECTORIES AVAILABLE AT POST, WTDR FILES, TRADE LEAD FILES, AND TELEPHONE CALLS TO FIRMS. IT SHOULD BE NOTED THAT DUN REVISED ITS OWN QUESTIONNAIRE SEVERAL YEARS AGO, IN ORDER SPECIFICALLY TO REFLECT OUR DATA NEEDS.

G) THE CONTRACTOR REPORTS ARE WRITTEN IN PORTUGUESE.

H) THE POST MUST TYPE THE WTDR IN THE FINAL FORM SOLD TO USERS.

I) THE SIC CODING IS DONE BY THE FSL IN CHARGE OF THE WTDR SERVICE. TIME DEPENDS ON THE NUMBER OF PRODUCTS HANDLED BY THE FIRM, THE NATURE OF THESE PRODUCTS, ETC. AND VARIES FROM 5 MINUTES TO 30 MINUTES (VERY SELDOM). GENERALLY AVERAGE IS 10 MINUTES.

J) THE CONTRACTOR SEEKS INFORMATION IN ITS OWN NAME ONLY.

K) THE CONTRACTOR DOES NOT HAVE WTDR'S IN FINAL FORM, SINCE THE REPORTS ARE SOLD BY THE FIRM UNDER THE DUN & BRADSTREET NAME.

L) SOMETIMES THE REPORT IS RECEIVED THE FOLLOWING DAY IF IT IS CURRENT AND ON FILE AT DUN. WHEN THE FIRM IS LOCATED IN A VERY DISTANT CITY AND/OR INFORMATION DEPENDS ON ANOTHER DUN AGENCY OR, AS IN A VERY FEW CASES, WHEN ADDRESS OR NAME IS NOT COMPLETE ON COMMERCE REQUEST, OR FIRM IS RECENTLY ESTABLISHED, OR REFERRING TO INDIVIDUALS THE ELAPSED TIME MAY BE SUBSTANTIALLY LONGER (UP TO 20 TO 30 DAYS). REQUEST FOR FIRMS LOCATED IN FEDERAL TERRITORIES OR THE STATES OF AMAZONAS AND PARA SOMETIMES ARE RECEIVED WITH DELAYS OVER 30 DAYS.

M) WE DO NOT TRANSLATE THE CONTRACTORS INFORMATION SINCE THE WTDR IS THE RESULT OF AN EVALUATION OF DUN UNCLASSIFIED

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INFO, QUESTIONNAIRE AND INFORMATION FROM OTHER SOURCES, TIME SPENT DEPENDS ON THE SIZE OF THE FIRM, AMOUNT OF INFORMATION OBTAINED, NATURE OF ACTIVITIES, ETC. AVERAGE MAY BE 50-0/0 OF ONE HOUR. TYPING: AVERAGE HALF-AN-HOUR. ALL WORK IS PERFORMED BY FSL (WORKING TIME ON WTDR) UNDER FSO SUPERVISION.

N) QUESTION 3 N IS ALMOST IMPOSSIBLE TO ANSWER IN REALISTIC TERMS SINCE ACCESS TO INFORMATION IS NOT FREE

AND INFORMATION IS NOT WILLINGLY GIVEN. THE FSL IN
CHARGE OF WTDR PREPARATION WOULD SPEND AT LEAST 3 HOURS
PER DAY RESULTING IN FULL TIME OCCUPATION WITH WTDR'S
AND A RESULTING SHIFT OF TIME WORK PRESENTLY PERFORMED.
FSO SUPERVISORY RESPONSIBILITIES WOULD INCREASE TO
APPROXIMATELY ONE HALF HOUR (OR MORE) A PER REPORT.
O) THE CONTRACTOR HAS PERFORMED VERY SATISFACTORILY
AS TO PROMPTNESS, ADEQUACY AND RELIABILITY.
P) ON THE CONTRARY WTDR SERVICE IS A MAJOR SOURCE OF
LEADS FOR TO'S AND ADS(S (THE ADS SERVICE IS ALSO AN
IMPORTANT SOURCE OF TO'S). THE CONTRACTUAL ARRANGEMENT
APPEARS TO BE THE ONLY REASONABLE MEANS BY WHICH
CREDIT INFORMATION CAN BE OBTAINED WIWHOUT CONSUMING
TIME AND POST RESOURCES. GIVEN OUR MANY OTHER PROGRAM
AND ACTIVITIES WHICH FOSTER CONTACTS WITH LOCAL FIRMS,
WE DO NOT FEEL DISADVANTAGED BY THE SMALL LOSS OF
CONTACT RESULTING FROM CONTRACTING FOR WTDR'S.
Q) WE DO NOT WISH TO GENERALIZE ON OUR EXPERIENCE
SINCE THE SITUATION IN VARIOUS POSTS WILL DIFFER
TOO GREATLY.
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